



# AIRPLUS Industrial Corp.

Business Continuity – Safety Protects Uptime.

October 2024

Feisal Nasser, Managing Partner.



# AIRPLUS

I n d u s t r i a l

prepare. prevent. protect. perform.

# ABOUT US



<p><b>Combustible Dust, Fume &amp; Mist</b></p> <ul style="list-style-type: none"> <li>• Cartridge Collectors</li> <li>• Bag-style</li> <li>• Fume</li> <li>• Mist</li> </ul>	<p><b>Fire &amp; Explosion</b></p> <ul style="list-style-type: none"> <li>• NFPA guidelines</li> <li>• Rotary Valves &amp; Abort Gates</li> <li>• Explosion Diverters</li> <li>• Fire break shutters</li> <li>• Passive &amp; Active suppression</li> <li>• Spark &amp; Flame detectors</li> </ul>	<p><b>Specialty Services</b></p> <ul style="list-style-type: none"> <li>• Engineering &amp; Project Management</li> <li>• Design, Build, Packaging</li> <li>• Industrial Vacuum Systems</li> <li>• Parts Supply &amp; Strategic Stocking</li> <li>• Multi-Person Breathing Air</li> <li>• Abrasive Blasting</li> <li>• Solvent Recovery</li> </ul>
<p><b>Industrial Fans</b></p> <ul style="list-style-type: none"> <li>• Specialized applications</li> <li>• Abrasion and corrosion resistant alloys</li> <li>• Energy efficiency upgrade retrofit</li> </ul>	<p><b>Compressed Air</b></p> <ul style="list-style-type: none"> <li>• Rotary screw, vane, reciprocating</li> <li>• Oil free</li> <li>• Blowers   Dryers   Receivers</li> <li>• Piping systems</li> </ul>	
<p><b>OEM Supply</b></p> <ul style="list-style-type: none"> <li>• Parts Supply   Strategic Stocking</li> <li>• Component Builds &amp; Supply</li> <li>• Engineering/Design</li> </ul>		
<p><b>Mechanical Maintenance &amp; Emergency Services</b></p>		

- Established in 1981
- Industrial solutions for air applications
- Green Solution Company
- Community Focused



- Partnering with the Indigenous Sector
- Design / Consult:
  - End Users
  - Engineers
  - Contractors
  - OEM's

- ISO 9001: 2015 certified



January 4, 2023

To whom it may concern:

The Haisla Nation is pleased to inform you that we are in the process of finalizing a non-exclusive partnership agreement with AIRPLUS Industrial Corp, for the supply of selected services on various projects within the Haisla Territory. This partnership provides training and employment opportunities to Haisla members, as well as revenue sharing that supports social programs for the Nation.

We believe the resume of services provided by AIRPLUS Industrial Corp and their commitment to working and building capacities with our community will bring significant benefit to the Nation as well as our industrial clients in the territory.

If you require further details, please contact me.

Best Regards

Tony Brady  
Director of Economic Development

# Concept to Completion: Turnkey Project Delivery

Clean Air | Fire & Explosion | Compressed Air | Design, Build, Packaging

- AIRPLUS offers design/engineering, procurement, project management, installation, and post-installation parts and service
- Industrial projects are highly complex and involve multiple stakeholders. Delivering the specialty items of a project tend to cause challenges/delays down the line.
- We will take on as much or as little responsibility for your project needed:
  - Turnkey delivered
  - Support specifics aspect of the project.

## CLEAN AIR

- Source and supply of all Dust Control, and related equipment
- Engineering design for configuration and layout
- Modular ducting supply and design layout
- Installation management for all projects in Western Canada / PNW

## FIRE & EXPLOSION

- Source and supply of all F&E and related equipment
- Engineering design and piping / component layout
- Installation team for all projects in Western Canada / PNW
- FireFly Certified technicians

## COMPRESSOR DIVISION

- Source and supply of all compressor and related equipment (dryers, VFDs, etc.)
- Engineering design and piping layout
- Stock of all piping connections and installation brackets
- Installation team(s) for projects
- Service technicians & re-build mechanics
- Design/build/deliver/install/support for custom requirements

# The Disconnect

**The Discussion:** Why is safety important beyond safety.

- There is a disconnect between the plant and the executive office.
  - **The view: Safety is important, but only for safety.**
- Today we are asked to do more with less, faster, while reducing costs and risk. Specialty safety systems are now more critical than ever before.
  - **We never recover from: Slowdowns & Shutdowns.**
  - **Lost time is lost forever.**



# Understanding the Disconnect

## □ Leaders:

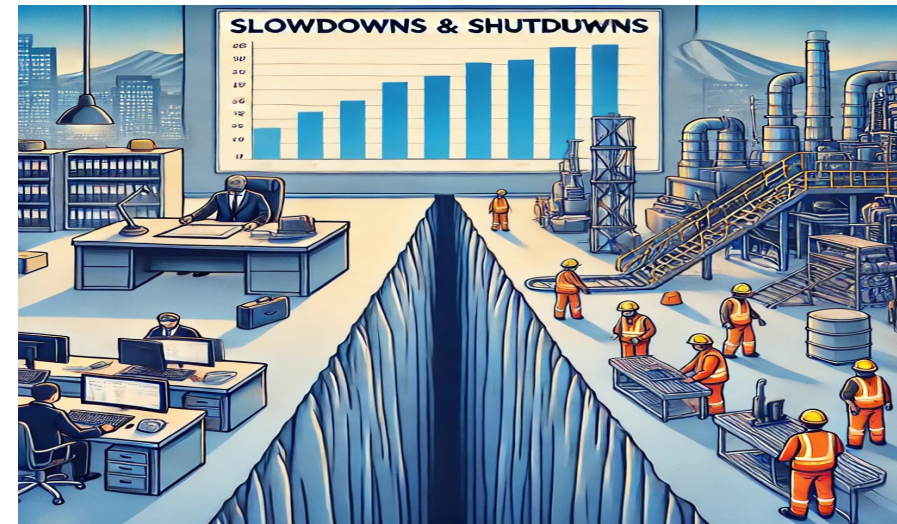
- Often don't recognize the value of health & safety to the business:
  - Financially
  - Brand reputation
  - Operational efficiency
  - Recruiting and retaining people

## □ Safety Professionals:

- Struggle to initiate safety programs.
- Difficulty securing investment from finance.
- Don't know how to communicate the value effectively.

## Result:

- A disconnect between leadership and execution.
- Safety initiatives seen as expenses, not strategic investments.



# Shutdowns & Slowdowns Impact:



## Parts Availability

Lead time for sourcing replacements, especially for specialized or custom equipment.

The risk of receiving non-genuine or subpar parts due to urgency.



## People and Personnel

Immediate requirement for specialized personnel for damage assessment, recovery, and repair.

Over-time costs, potential need to hire external consultants or experts.



## Manufacturer Involvement

Many incidents can lead to voided warranties on equipment, leading to higher repair/replacement costs.

Delays due to back-and-forth communication with manufacturers for clarifications and assessments.



## Repair and Recovery

Beyond immediate incident-induced downtime, extended periods are required for repair and recalibration.

Potential inefficiencies in production, even post-repair, due to residual damage or non-optimal functioning.



## Future Vulnerabilities

If root causes are not identified and rectified, there is a potential for recurring incidents.

Cumulative costs and reputation damage from multiple incidents.

# Changes: Insurance, Regulation & Compliance

## Insurance:

- **Rising Costs:**
  - Underwriters are increasing both deductibles and premiums.
  - Insurance costs are rising due to higher perceived risks.
- **Risk Management:**
  - Implementing effective safety measures can mitigate risks.
  - Proactive risk management strategies may lead to better insurance terms.
- **Investment Return:**
  - Investing in advanced safety solutions can result in long-term insurance savings.
  - A strong safety record can help negotiate lower premiums.

## Regulation:

- **Tightening Measures:**
  - Regulatory bodies are enhancing safety standards across industries.
  - New regulations may require updates to existing safety protocols.
- **Attracting Skilled Labor:**
  - Strong safety practices are more attractive to skilled workers.
  - Adherence to regulations enhances company reputation among employees.
- **Operational Continuity:**
  - Compliance reduces the risk of operational interruptions, shutdowns, or penalties.
  - Staying ahead of regulatory changes ensures smooth operations.

## Compliance:

- **Adopting Industry Standards:**
  - Embracing guidelines from recognized organizations (e.g., OSHA, ISO) is encouraged.
  - Aligning with industry best practices enhances credibility.
- **Regular Audits:**
  - Organizations may face more frequent and rigorous safety inspections.
  - Prepare for external reviews.
- **Stay Updated:**
  - Keeping current with the latest safety standards helps avoid penalties.
  - Continuous improvement and training are key to maintaining compliance.

**Note:** WorkSafeBC will be introducing new regulations on combustible dust hazards.





# Business Continuity: Costing An Incident

## Direct Financial Impact:

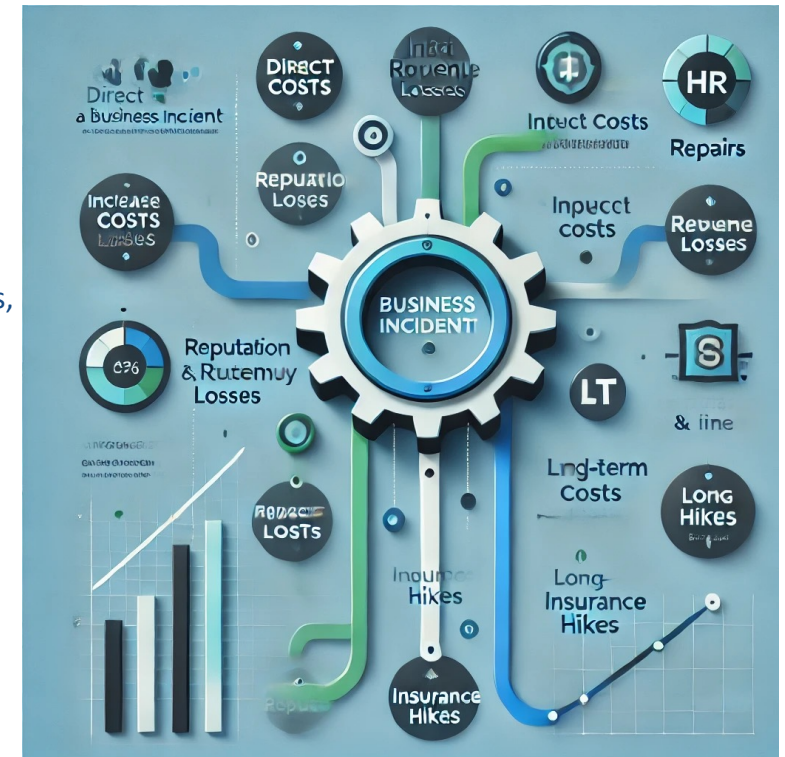
- Equipment and Infrastructure: Damage or destruction to machinery, infrastructure, and other tangible assets.
- Downtime: The immediate loss from halted operations can vary depending on peak or off-peak production times.
- Response and Recovery: Firefighting, emergency response, and subsequent recovery efforts costs.

## Business Interruptions:

- Supply Chain Disruptions: Delays, penalties for not meeting client deliverables, increased lead times, and higher procurement costs for urgent replacements.
- Manufacturing Process Interruption: Loss of in-process materials, resetting production lines, and potential future slowdowns due to equipment inefficiency or damage.

## Insurance Implications

- Premium Hikes: Insurance premiums may skyrocket following an incident, increasing operational costs.
- Claim Processes: The time and resources spent on exhaustive claim processes and documentation.
- Potential Coverage Gaps: Discovering that certain damages aren't covered post-incident, leading to out-of-pocket expenses.



# Communicating With Corporate

Operational Necessity: Emphasize safety's role in maintaining

## Proposals Should Include:

- **Financial Risks: Highlight costs associated with incidents.**
- Quantify the Impact: Present costs as \$X / hour.
- Data-Driven Approach: Use numbers to make your case.
- Cost-Benefit Analysis: Compare costs of incidents vs. preventive measures.
- **Frame Discussions Around ROI:**
- Investment Perspective: Safety initiatives as investments, not expenses.
- Not an Add-On: Core to keeping production up and running.
- Incidents have far-reaching impacts on various aspects of the business.
- **Templates and Frameworks:**
- Standardize your presentations.
- Visual Aids: Charts and graphs to illustrate points.
- **Effective Communication:**
- Speak Their Language: Use business terminology.
- **Focus on Solutions:**
- Present actionable plans.
- **Understand Corporate Priorities:**
- Align with Business Goals: Tie safety to profitability and growth.



# Embracing “prepare. prevent. protect. perform.”

## prepare.

- **Preparation is Key to Safety Excellence:**
  - Develop comprehensive safety plans and protocols.
  - Train employees thoroughly to handle risks effectively.
  - Anticipate potential hazards to minimize incidents.

## prevent.

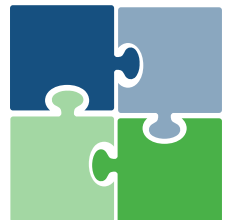
- **Prevention Safeguards Our People and Planet**
  - Implement proactive measures to avoid accidents.
  - Utilize sustainable practices to reduce environmental impact.
  - Continuous monitoring and improvement of safety systems.

## protect.

- **Protection of Our Workforce is Paramount**
  - Hiring is competitive.
  - Safeguard equipment and assets from damage.
  - Uphold safety standards to maintain brand reputation.

## perform.

- **Performance Drives Profit and Competitive Advantage**
  - Enhanced safety leads to operational efficiency.
  - Reduce downtime and costs associated with incidents.
  - Strong safety culture boosts productivity and profitability.



# Q&A





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